

Message Text

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ACTION NEA-09

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AMEMBASSY BONN

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E.O. 11652: N/A

TAGS: BTRA, LY

SUBJECT: FOREIGN BUYER PROGRAM: KASSEM AHMAD HASSAN

REF: STATE 93664 AND USBERLIN 758

1. BUSINESS ACTIVITY IN LIBYA BY FOREIGNERS, SUCH AS HASSAN WHO IS EGYPTIAN AND WELL KNOWN TO EMBASSY, IS LIMITED TO THOSE OPPORTUNITIES WHERE THEY CAN PROVIDE SERVICES LIBYANS CANNOT OR ARE UNWILLING TO DO FOR THEMSELVES. LARGE TRADING DEALS RARELY FALL IN THIS CATEGORY.

2. HASSAN PROVIDED ACTIVE ASSISTANCE TO M.W. KELLOGG CORP. WHEN THEIR REPRESENTATIVES WERE BIDDING ON TOBRUK REFINERY SOME MONTHS AGO, MAKING APPOINTMENTS AND ACTING AS TRANSLATOR. SNAM OF ITALY WON CONTRACT BECAUSE IT AGREED TO MARKET REFINERY PRODUCTION AS WELL.

3. LIBYANS HAVE NO PLANS FOR TWO MILLION B/D REFINERY; LARGEST REFINERY BEING PLANNED, 400,000 B/D IS JOINT VENTURE WITH OCCIDENTAL PETROLEUM CORP. NO PLANS FOR GAS OPERATED ELECTRICAL GENERATING STATION. LIBYAN GENERAL MARITIME CORP IN DIRECT CONTACT INTERNATIONAL SHIPPING BROKERS. EXPERIENCED LOCAL IMPORTERS ACTIVELY PURCHASING CASINGS TO MEET REQUIREMENTS FOREIGN AND DOMESTIC PETROLEUM OPERATIONS. AGRICULTURAL TRACRS IMPORTED THROUGH GOVT COMPANY OR PRIVATE AGENTS; MAJOR PROBLEM IN AVAILABILITY

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SUCH EQUIPMENT.

4. EMBASSY HAS SUBMITTED TRADE OPPORTUNITIES FOR CRANES. WEST-
INGHOUSE AND OTHER MAJOR AIRCONDITIONING MANUFACTURERS ARE WELL
REPRESENTED HERE BY ACTIVE LOCAL AGENTS. JEEPS ARE BLACKLISTED,
EXCEPT FOR ARMY; LOCAL AGENT WITH EXCLUSIVE DEALERSHIP WOULD HANDLE
ANY SUCH IMPORTS.

5. HASSAN IS FREQUENT VISITOR TO OUR COMMERCIAL LIBRARY. HIS
SHOPPING LIST REFTTEL SEEMS ON AMBITIOUS SIDE, AND WE BELIEVE HIS
ABILITY TO CONCLUDE MAJOR DEALS IS OVERSTATED. HE IS ENERGETIC AND
WILLING WORK HARD.
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